

**Mining  
Public  
Data**

**Board of  
Public Works  
Documents**



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*Director, Communications & Outreach*



# Governor's Office of Small, Minority & Women Business Affairs

- Oversight, monitoring, and compliance of three socioeconomic procurement programs across 70 state agencies/departments
  - Small Business Reserve Program
  - Minority Business Enterprise Program
  - Veteran-Owned Small Business Enterprise Program
- Conduct statewide outreach and training programs
  - Technical Training Classroom webinars
  - Ready, Set, GROW! Procurement Connections webinars and workshops
- Host online resources for small business growth and development

<https://goMDsmallbiz.maryland.gov>



# State Procurement Programs

## Small Business Reserve (SBR) Program

- Prime contracting program
- 15% set-aside
- Race and gender neutral
- State-defined small business eligibility standards apply
- Online certification process (eMMA)
- Annual renewal

## Minority Business Enterprise (MBE) Program

- Subcontracting program
- 29% aspirational goal
- Race and gender specific
- Application-based certification process
- Annual renewal

## Veteran-Owned Small Business Enterprise (VSBE) Program

- Subcontracting program
- 1% aspirational goal
- 3-Step certification process includes **verification** of veteran status
- Annual renewal

*MBEs and VSBEs are encouraged to perform as a prime contractor.*

# What is Procurement?

The act of obtaining or buying goods and services through a process that includes preparation, processing, selection, compliance, and approval of payments.



- *State Finance and Procurement Articles (SF&P)*
- *Code of Maryland Regulations (COMAR)*

# State Contracting Pipeline



**eMaryland Marketplace  
Advantage (eMMA)**

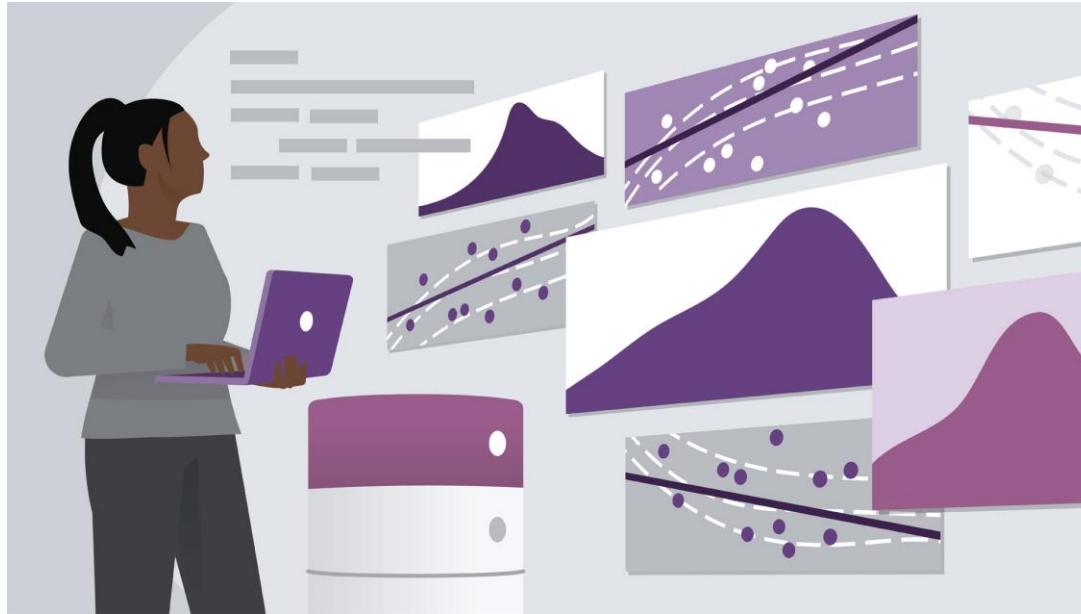


**Procurement Forecast**



**Board of Public Works**

# What is Data Mining?



The process of searching out and extracting usable data from a larger data set for the purpose of finding patterns and correlations.

The information can be used to increase revenues, cut costs, improve customer relationships, reduce risk, and more.



# Board of Public Works

<https://bpw.maryland.gov>

Enter search term

HOME MEETINGS PROCUREMENT WETLANDS

MARYLAND Board of Public Works

Board Meeting

**BPW Meetings**

- Meeting Information
- BPW Meeting Documents
- Live Meeting Broadcast
- Meeting Calendar

**Publications**

- All Publications
- Reports Due to BPW
- Advisories
- Debarments
- Pending Regulations
- PAAR

**About BPW**

- Staff
- Organizational Chart
- Directions and Parking
- About BPW

**Spotlight**

- Report & Recommendations: [Report #20-WL-1533](#)
- [FY 2020 Payment of Employee Health Care Expenses Report](#)
- [eMaryland Marketplace Advantage \(eMMA\) Registration Now Open!](#)
- [NASPO State Preference Repository](#)

[Meeting LiveStream](#)

**SPECIAL NOTICE:**

BPW meetings are currently held at the State House, 100 State Circle, Governor's Reception Room, 2nd Floor in Annapolis (in-person attendance is limited). They can be attended virtually at: <https://governor.maryland.gov/board-of-public-works-meetings/>

To enable real-time closed captioning of the meeting, right-click on the following link and select "Open in a New Window."  
<https://www.streamtext.net/player?event=BPW>

2021 Board Meeting Dates - Wednesdays at 10 a.m.

*Note: The data shown in the following samples represent past solicitations. If you replicate the steps as illustrated, you will not get the same results. Your search results will show real time data.*

(1) Select from  
the meeting  
dates provided

(2) Select  
“Agenda”


Enter search term

Q

HOME

MEETINGS

PROCUREMENT

MARYLAND  
Board of Public Works

BPW Meetings

Publications

About BPW

## Board of Public Works Meeting Documents

Board of Public Works Meeting Documents consist of:

- Agenda - Collection of all Items presented to the Board
- Summary - Synopsis of all Items presented to the Board
- Audio Recording - Voice recording of the Board meeting
- Transcript - Written recording of the Board meeting

Before a meeting, the Agenda is posted - generally ten days in advance. The Summary is posted a few days later. After posting, these two documents may be updated to reflect revised, supplemental, and hand-carried Items.

After a meeting, the Agenda and Summary are updated with notations showing the Board's action on each Item. The Audio Recording and the Transcript are added when available.

Note: Our historic files do not contain the full collection of e-documents. You will find:

- Present-Day - 2010: Agenda, Summary, Audio Recording, Transcript
- 2011 - 1995: Agenda, Summary, Transcript
- 1994 - 1988: Agenda, Transcript

Select A Year

### 2021 Meeting Documents

Doc Title	File Size
1/6/2021	
1/27/2021	
2/10/2021	
2/24/2021	
Feb 24 Agenda	2830 KB
Feb 24 Audio	22454 KB
Feb 24 Summary	166 KB
Feb 24 Transcript	1770 KB
3/10/2021	
3/24/2021	
4/7/2021	
4/21/2021	
5/5/2021	
5/19/2021	
6/2/2021	
6/16/2021	
7/7/2021	
7/28/2021	
8/11/2021	
9/1/2021	
9/15/2021	
10/6/2021	
10/20/2021	
11/3/2021	

Governor's Office of Small, Minority & Women Business Affairs



DEPARTMENT OF TRANSPORTATION  
ACTION AGENDA  
February 24, 2021



MDOT 14

Contact: Jada Wright 410-545-0330  
jwright18@mdot.maryland.gov

5-C. **STATE HIGHWAY ADMINISTRATION**  
***Construction Contract***

**Contract ID:** Salt Structure Restorations at Various Locations in Caroline, Cecil, Kent, Queen Anne's, and Talbot Counties; *XX1405B29SB*  
ADPICS No.: XX1405B29

**Contract Description:** This contract is for the salt structure restorations at various locations in Caroline, Cecil, Kent, Queen Anne's, and Talbot Counties.

**Awards:** Colossal Contractors, Inc. (Certified MBE)  
Burtonsville, MD

**Contract Term:** 03/11/2021\* – 12/31/2024 (\*or earlier upon BPW Approval)  
(1,391 Calendar Days)

**Amount:** \$228,205 NTE

**Procurement Method:** Competitive Sealed Bidding

**Bids:** Colossal Contractors, Inc. \$228,205  
Burtonsville, MD

St. Mary's Roofing and Home Improvement LLC \$344,536  
Hollywood, MD

**Living Wage Eligible:** No

**MBE Participation:** 100%

**Performance Security:** Performance and Payment Bonds for 100% of the award amount exists for this contract.

**Incumbent:** St. Mary's Roofing and Home Improvement LLC  
Hollywood, MD



DEPARTMENT OF GENERAL SERVICES  
OFFICE OF STATE PROCUREMENT  
ACTION AGENDA  
March 10, 2021



Contact: Debra Roberts 410-767-8715  
debra.roberts@maryland.gov

19-S **SERVICES CONTRACT**  
***Teachers and State Employees Supplemental Retirement***

**Contract ID:** Audit Services - Maryland Supplemental Retirement Plans;  
ASC-20 G50B1600001  
ADPICS No.: G50P1600011

**Contract Description:** Audit services for the Maryland Supplemental Retirement Plans.

**Award:** RSM US LLP; Baltimore, MD

**Contract Term:** 03/25/2021\* - 08/31/2025 (\*or earlier upon BPW approval)

**Amount:** \$305,970

**Procurement Method:** Competitive Sealed Proposals

**Proposals:**

<i>Offerors</i>	<i>Technical Rankings</i>	<i>Financial Proposals (Rankings)</i>	<i>Overall Rankings</i>
RSM US LLP; Baltimore, MD	1	\$ 305,970.00 (2)	1
SB & Company, LLC; Owings Mills, MD	3	\$ 239,603.00 (1)	2
BD & Company, Inc.; Owings Mills, MD	4	\$ 363,695.00 (3)	3
UHY LLP Columbia, MD	2	\$1,567,917.11 (4)	4

**Living Wage Eligible:** Yes

**MBE/VSBE Participation:** 30% / NA

**Performance Security:** N/A

**Hiring Agreement Eligible:** No

**Incumbent:** SB & Company, LLC; Owings Mills, MD

# Key Data Points



## Prime Contractors

- Competitors
- Pricing
- Contracting cycles
- Purchasing agencies
- Purchasing officers



## Sub Contractors

- Primes who win state contracts
- Contracting cycles
- Socioeconomic program inclusion
- Purchasing agencies

# Public Data Mining



**[bpw.maryland.gov](http://bpw.maryland.gov)**

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To obtain a copy of this slide deck,  
visit the Ready, Set, GROW! page  
of our website at

[goMDsmallbiz.maryland.gov](http://goMDsmallbiz.maryland.gov)